

## Message Text

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ACTION EB-08

INFO OCT-01 EA-10 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 XMB-02  
ACDA-12 MCE-00 TRSE-00 /048 W  
-----017563 220755Z /14  
R 220655Z JUN 78  
FM AMEMBASSY JAKARTA  
TO SECSTATE WASHDC 9711

LIMITED OFFICIAL USE JAKARTA 8380

E.O. 11652: N/A  
TAGS: EAIR, BEXP, ID  
SUBJECT: POTENTIAL SALE OF LOCKHEED L-100'S

REF: JAKARTA 7121 AND PREVIOUS

1. LOCKHEED VICE PRESIDENT D.T. CROCKETT AND LOCKHEED ASIA  
PRESIDENT JACK DAVIDSON SPENT THREE DAYS IN JAKARTA THIS WEEK  
ATTEMPTING TO SELL MIN COMMUNICATIONS RUSMIN AND OTHER GOI  
OFFICIALS ON THE MERITS OF THE L-100. PRIOR TO HIS DEPARTURE  
CROCKETT TOLD AMBASSADOR THEIR RECEPTION HERE HAD BEEN WARM  
AND HE EXPRESSED REASONABLE OPTIMISM THAT THE L-100 WOULD BE  
CHOSEN OVER ITS FRENCH COMPETITOR. HE WAS DEEPLY APPRECIATIVE  
FOR EMBASSY ASSISTANCE.

2. AS A RESULT OF HIS CONVERSATIONS WITH GOI OFFICIALS,  
CROCKETT, WHO HAD EARLIER EXPRESSED DOUBTS ABOUT THE NEED TO  
SPEND \$250,000 TO \$500,000 ON DEMONSTRATION FLIGHTS, IS NOW  
CONVINCED OF THE NEED FOR A DEMONSTRATION PLANE. A POTENTIAL  
SNAG EMERGED WHEN THE GOI BALKED AT USE OF A SOUTH AFRICAN  
REGISTERED L-100 CHOSEN BECAUSE ITS CONFIGURATION IS NEARLY  
IDENTICAL TO THAT DESIRED BY THE GOI AND SOUTH AFRICAN  
CREW. CROCKETT FELT THE PROBLEM COULD BE OVERCOME, POSSIBLY  
BY MEANS OF A DRY LEASE WITH LOCKHEED PROVIDING THE CREW.  
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3. THE OTHER MAJOR HURDLE FOR LOCKHEED TO OVERCOME IS  
FINANCING. CROCKETT SPOKE OF A POSSIBLE LONDON SOURCE  
USING MIDDLE EASTERN FUNDS THAT SOUNDED EXCELLENT TO HIM  
BUT WAS UNTESTED. THE AMBASSADOR URGED THAT EXIM ALSO BE  
GIVEN EVERY OPPORTUNITY TO BECOME INVOLVED IF REQUIRED TO  
MAKE THE SALE, AND CROCKETT AGREED THAT LOCKHEED WOULD

SEEK TO LINE UP EXIM FINANCING. DAVIDSON SAID HE PLANNED TO EXPLORE JAPANESE GOVERNMENT INTEREST IN UNDERWRITING THE SALE AS IT REPORTEDLY PLANS TO DO IN THE PURCHASE/LEASE ARRANGEMENT UNDER CONSIDERATION WITH KOREAN AND THAI COMMERCIAL AIRLINES.

4. COMMENT: LOCKHEED NOW SHARES OUR VIEW THAT IT HAS A GOOD CHANCE TO MAKE A MAJOR SALE. IT NO LONGER SEEMS INCLINED TO SPARE THE HORSES, AND IF IT DOES EVENTUALLY LOSE THIS SALE IT WON'T HAVE BEEN FOR LACK OF TRYING. MASTERS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, TRANSPORT AIRCRAFT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978JAKART08380  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780260-0173  
**Format:** TEL  
**From:** JAKARTA  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780631/aaaabawo.tel  
**Line Count:** 73  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** a39dbf83-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 JAKARTA 7121  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 30 apr 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2251025  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POTENTIAL SALE OF LOCKHEED L-100\S  
**TAGS:** EAIR, BEXP, ID, LOCKHEED  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/a39dbf83-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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